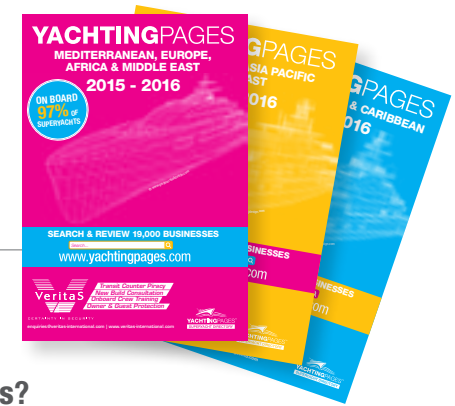
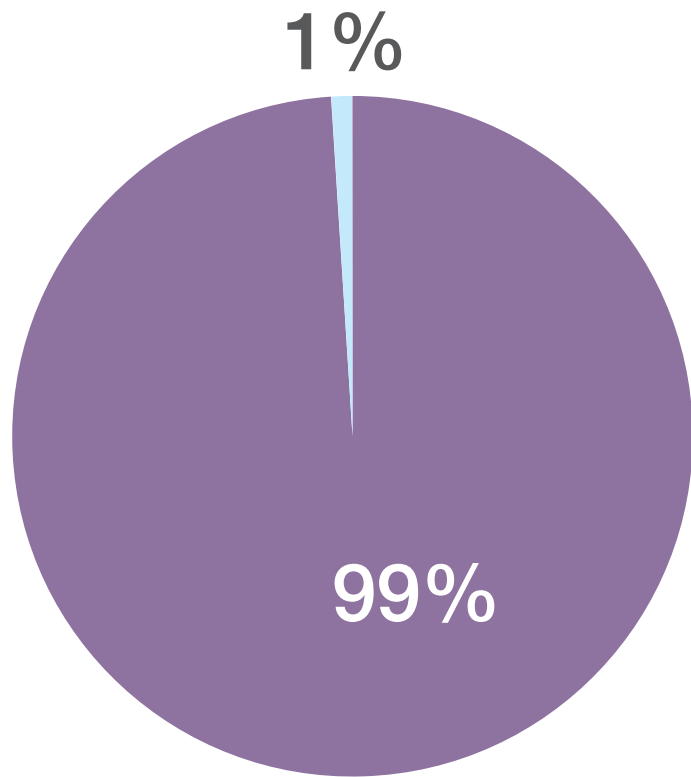


# YACHTING PAGES

## 2015 CREW SURVEY RESULTS\* | PAGE ONE

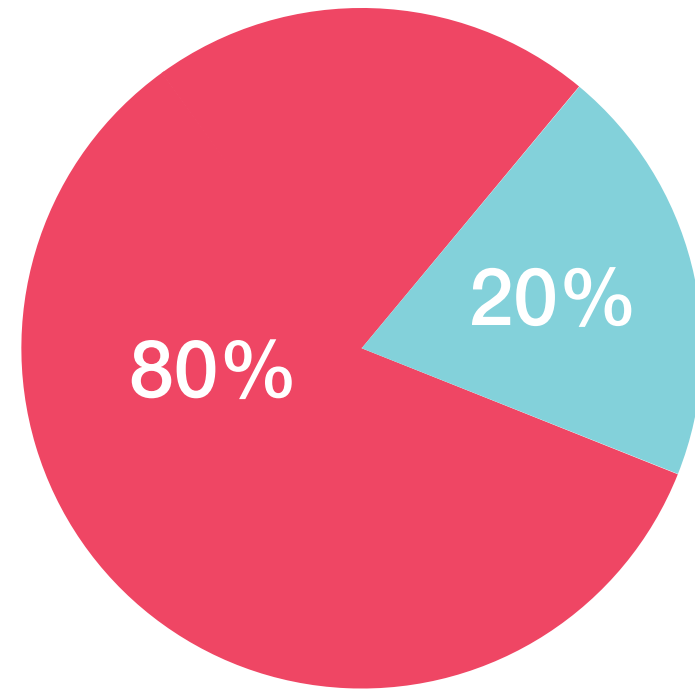


1 Do you have a copy of Yachting Pages on board?



- Had a copy of Yachting Pages on board - 99%
- Did not - 1%

2 How often do you use Yachting Pages?

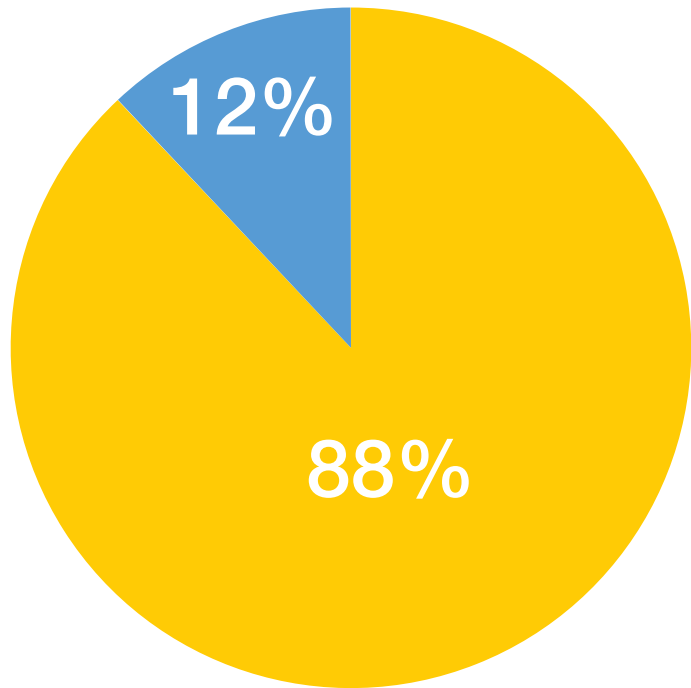


- Use Yachting Pages on a regular basis (monthly, weekly or daily) - 80%
- Haven't used it yet - 20%

# YACHTING PAGES

## 2015 CREW SURVEY RESULTS | PAGE TWO

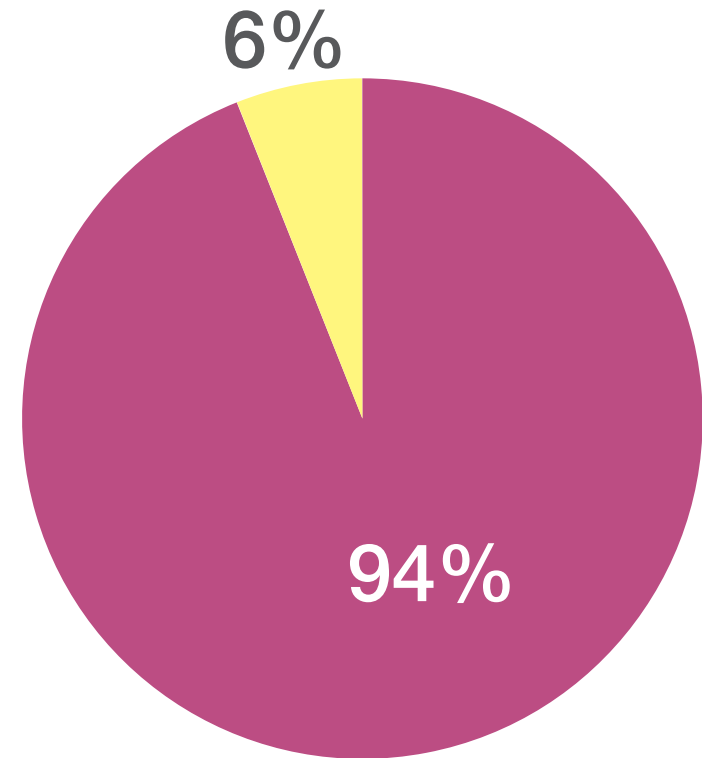
**3** Those that use Yachting Pages use it:



● Now use it as much, if not more than ever - 88%

● Do not use it as much as they once did - 12%

**4** Do you think you will use Yachtingpages.com in the next 12 months?



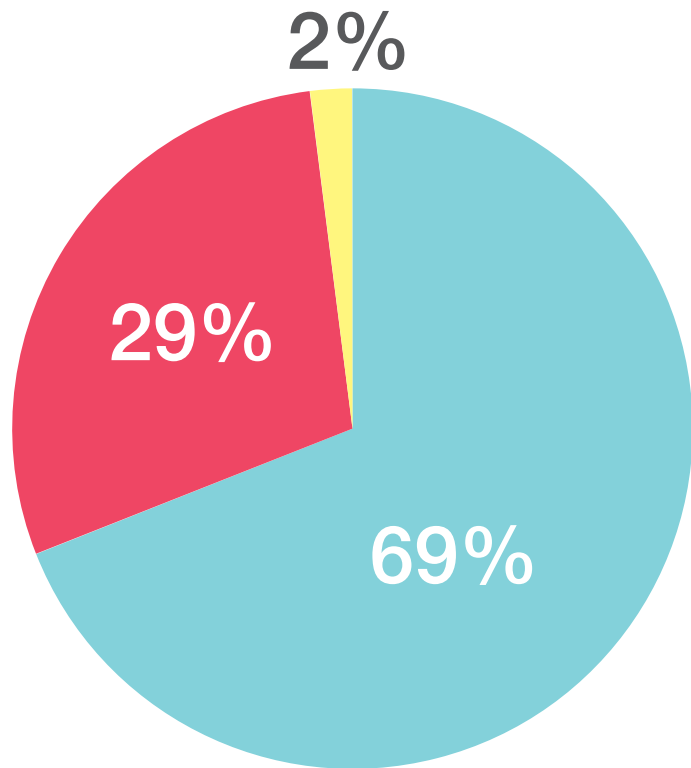
● Yes - 94%

● No - 6%

# YACHTING PAGES

## 2015 CREW SURVEY RESULTS | PAGE THREE

### 5 How many quotes do you source before purchasing?



- Said they get 1 quote when purchasing - 29%
- Said they get 2-3 quotes when purchasing - 69%
- Said they get 3 or more when purchasing - 2%

3899

Superyachts say they have purchased from a supplier found in Yachting Pages

(Based on Yachting Pages' Monaco 2015 survey compared with the global superyacht fleet as provided by boatinternational.com)

"I find Yachtingpages.com to be very user friendly, especially when looking up suppliers in new areas"

First officer, James Cutfield, superyacht Melek

"I use Yachting Pages when we need something new. It's nice to have a paper reference to use posted notes to mark important pages. From my experience old school captains like to use the book."

First officer, James Purdon, superyacht Balista

Regular feedback received from crew was that when using a management company, they need to source three quotes